

Message Text

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ACTION EUR-12

INFO OCT-01 IO-13 ISO-00 CEA-01 CIAE-00 COME-00
DODE-00 EB-08 FRB-03 H-01 INR-07 INT-05 L-03
LAB-04 NSAE-00 NSC-05 PA-01 CTME-00 AID-05 SS-15
STR-06 ITC-01 TRSE-00 USIA-06 PRS-01 SP-02 SOE-02
OMB-01 DOE-11 /114 W
-----005337 131054Z/11

R 131033Z JAN 78
FM AMEMBASSY BONN
TO SECSTATE WASHDC 4724
INFO USDA/FAS WASHDC
AMEMBASSY BRUSSELS
AMEMBASSY COPENHAGEN
AMEMBASSY DUBLIN
AMEMBASSY LONDON
AMEMBASSY LUXEMBOURG
AMEMBASSY PARIS
AMEMBASSY ROME
AMEMBASSY THE HAGUE
USMISSION GENEVA

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USEEC ALSO FOR EMBASSY, USMTN

E.O. 11652: N/A
TAGS: EAGR, GW
SUBJECT: MEETING WITH STAATSSEKRETAER ROHR

1. DCM , ACCCOMPANIED BY AGATT, MADE A COURTESY CALL ON STAATSSEKRETAER ROHR, MINAG. WE USED THE OPPORTUNITY TO DISCUSS WITH ROHR THE FRG POSITION REGARDING MINIMUM/MAXIMUM PRICING IN AN IWA, HIS VIEWS ON A FEEDGRAIN AGREEMENT, FRG MTN OFFERS, AND ROHR'S UPCOMING TRIP TO THE U.S.

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2. ROHR STATED THAT WE CURRENTLY DO NOT HAVE ANY SIGNIFICANT ISSUES WHICH ARE TROUBLING US/FRG AGRI-CULTURAL TRADE. HE INDICATED THAT HE HAD TALKED WITH GUNDELACH WITHIN THE PAST FEW DAYS ABOUT HIS MEETING WITH SECRETARY BERGLAND. ACCORDING TO ROHR, GUNDELACH SAID HE HAD REACHED AGREEMENT WITH SECRETARY BERGLAND

TO HOLD BILATERAL DISCUSSIONS ON SOYBEANS. ROHR ASKED IF WE HAD ANY INFORMATION REGARDING THIS DISCUSSION. AGATT STATED THAT, ACCORDING TO REPORTS WE HAD RECEIVED, GUNDELACH DID RAISE THE QUESTION OF POSSIBLE BILATERAL DISCUSSIONS WITH THE U. S. ON OILS AND SOYBEANS BUT THAT WE DID NOT REPLY DIRECTLY TO GUNDELACH'S QUESTION AND THAT NO DETAILS WERE DISCUSSED. ROHR THEN EXPOUNDED ON THE GERMAN VIEW THAT IT WOULD BE DESIRABLE TO STABILIZE SOYBEAN PRICES. HE STATED THAT CHEAP SOY PROTEIN IMPORTS COMPETE DIRECTLY WITH SURPLUS ANIMAL PROTEIN IN THE EC, NAMELY NON-FAT DRY MILK (NFDM). ROHR SAID THE PRICE RELATIONSHIP ON A PROTEIN BASIS BETWEEN NFDM AND SOYBEANS WAS SO OUT OF LINE THAT CHEAP FEED PROTEIN IMPORTS HAVE IN FACT ENCOURAGED LARGER MILK OUTPUT. HE SAID IT WOULD BE DESIRABLE IF THE U.S. AND EC COULD COME TO SOME AGREEMENT TO STABILIZE SOYBEAN PRICES. HOWEVER, HE RECOGNIZED THE PROBLEMS INVOLVED AND INDICATED THAT THE FRG WAS NOT PRESSING THIS ISSUE. ROHR SEEMED TO IMPLY THAT HE REALIZED IT WAS IMPRACTICAL AND PROBABLY UNWORKABLE TO PLAY WITH PRICES AND THE MARKET FORCES, BUT FROM AN FRG STANDPOINT, A MORE STABLE SOYBEAN PRICE WOULD BE DESIRABLE.

3. IN RESPONSE TO A QUESTION BY AGATT, ROHR STATED THAT THE GERMAN POSITION ON MINIMUM/MAXIMUM PRICING
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IN AN IWA IS QUITE FLEXIBLE. HE SAID THAT THE FRG HAD ALWAYS BEEN VERY FLEXIBLE IN EC PRICING POLICY. ROHR SAID IT WAS WRONG TO CHARACTERIZE THE GERMAN POSITION ON MINIMUM AND MAXIMUM PRICES AS "HARD" OR "INFLEXIBLE." AGATT POINTED OUT THAT WE HAD REPORTS THAT IT WAS THE FRG AND UK POSITIONS WHICH WERE THE HARDEST OR MOST INFLEXIBLE. ROHR SAID THIS WAS NOT THE

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CASE AND REITERATED THAT THEY HAVE AND WOULD MAINTAIN FLEXIBILITY IN THIS REGARD. HE SAID QUITE POINTEDLY THAT THE PROBLEM LIES WITH THE FRENCH AND THE EC COMMISSION. ROHR SAID MINAG VIEWS WERE FOR PRICES TO WORK WITHIN A RANGE AND AS PRICES MOVED WITHIN THIS RANGE, CONSULTATIONS AND CERTAIN MEASURES SHOULD BE TAKEN. HE SAID THIS POSITION WAS NOT TOO DISSIMILAR FROM THE U.S. POSITION.

4. ROHR SAID THE FRG HAD NOT REALLY THOUGHT TOO
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MUCH ABOUT WHAT THEY EXPECTED FROM A FEEDGRAINS AGREEMENT. HOWEVER, THEY WOULD BE DEVELOPING THEIR IDEAS DURING THE NEXT FEW WEEKS. ROHR URGED CAUTION IN ARRIVING AT A FEEDGRAINS AGREEMENT. HE THOUGHT THERE WOULD BE PROBLEMS BECAUSE THE MINIMUM/MAXIMUM PRICE PROPOSALS CONTAINED IN THE EC MANDATE REFER TO ALL GRAINS. THUS, THE EC AND U.S. WOULD LIKELY RUN INTO THE SAME DIFFICULTIES IN TRYING TO REACH AGREEMENT ON FEEDGRAINS. SPECKS, WHO WAS ALSO PRESENT AT THE MEETING, STATED THAT THE DISCUSSIONS ON WHEAT AND FEEDGRAINS WOULD HAVE TO PROGRESS TOGETHER, I.E., IT WOULD BE IMPRACTICAL TO REACH AGREEMENT ON WHEAT

WITHOUT ALSO REACHING AGREEMENT ON FEEDGRAINS.

5. SPECKS COMMENTED THAT FRG HAD SUBMITTED ITS
MTN AGRICULTURAL OFFERS TO THE COMMISSION. HE IMPLIED
THAT THE FRG DID NOT OFFER VERY MUCH.

6. ROHR SAID HE WAS LOOKING FORWARD TO HIS TRIP
TO THE U.S. IN APRIL, AND HOPED THAT HE WOULD BE
RECEIVING CONFIRMATION SOON FROM FAS/W CONCERNING
THE DATES PROPOSED.

STOESSEL

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